

## Message Text

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11

ACTION EUR-06

INFO OCT-01 ISO-00 EB-05 RSC-01 DRC-01 /014 W

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R 141813Z FEB 74

FM AMEMBASSY BRUSSELS

TO AMEMBASSY BERN

AMEMBASSY BONN

AMEMBASSY COPENHAGEN

AMEMBASSY DUBLIN

AMEMBASSY LONDON

AMEMBASSY LUXEMBOURG

AMEMBASSY PARIS

AMEMBASSY ROME

AMEMBASSY THE HAGUE

AMEMBASSY VIENNA

INFO SECSTATE WASHDC 9911

USDOC WASHDC

UNCLAS BRUSSELS 0900

E.O. 11652 N/A

TAGS: BEXP, BE

SUBJECT: TRADE OPPORTUNITIES FOR U.S. STATE OFFICES

1. DURING RECENT MONTHS THE U.S. STATE OFFICES IN BRUSSELS HAVE SHOWN CONTINUING INTEREST IN THE TRADE OPPORTUNITIES DEVELOPED BY THE FOREIGN SERVICE WHICH THEY USE FOR DISSEMINATING TO COMPANIES WITHIN THEIR RESPECTIVE STATES. SOME OF THE STATES HAVE ALREADY WORKED OUT PROCEDURES FOR OBTAINING COPIES OF TO'S FROM INDIVIDUAL POSTS EITHER BY DIRECT MAIL OR BY SENDING INFORMATION COPIES TO EMBASSY BRUSSELS FOR TRANSMISSION TO THE STATE OFFICES.

2. THE EMBASSY BELIEVES THAT THE STATE ORGANIZATIONS ARE ABLE TO PROVIDE AN EFFECTIVE MULTIPLIER TO THE TOP SYSTEM IN PROMOTING U.S. EXPORTS. HOWEVER, BECAUSE OF THE GROWING NUMBER OF STATE OFFICES IN BRUSSELS (NOW NUMBERING

6) AND BECAUSE OUR EXPERIENCE INDICATES THAT EACH GIVEN STATE OFFICE IS INTERESTED IN ONLY A SMALL PERCENTAGE OF THE TOTAL

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NUMBER OF TO'S GENERATED BY THE FOREIGN SERVICE, WE FEEL A UNI-

FORM AND MANAGEABLE SYSTEM COULD BE ESTABLISHED FOR SUPPLYING THE STATE OFFICES WITH THE TO'S IN WHICH THEY MIGHT BE INTERESTED.

3. USDOC AND THE STATE OFFICES HAVE AGREED TO AN EMBASSY PROPOSAL THAT THE ADDRESSEE POSTS LIST EMBASSY BRUSSELS AS AN INFO ADDRESSEE ON THEIR TO'S. COPIES WILL BE MAINTAINED IN A SEPARATE FILE WHICH WILL BE AVAILABLE AT THE EMBASSY FOR THE USE OF ALL STATE OFFICES. THIS IS INTENDED TO BE AN INTERIM MEASURE PENDING USDOC'S ESTABLISHMENT OF A MECHANISM FOR DISTRIBUTING OF TO'S DIRECTLY TO THE STATES.

4. WE WOULD, THEREFORE, APPRECIATE THE ADDRESSEE POSTS LISTING EMBASSY BRUSSELS AS AN INFO ADDRESSEE ON THEIR TO'S FOR A TRIAL PERIOD BEGINNING IMMEDIATELY. ADDRESSEE POSTS' COMMENTS ARE WELCOME. STRAUSZ-HUPE

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## Message Attributes

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**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
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**Decaption Date:** 01 JAN 1960  
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**Review Authority:** kellerpr  
**Review Comment:** n/a  
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**Secure:** OPEN  
**Status:** NATIVE  
**Subject:** TRADE OPPORTUNITIES FOR U.S. STATE OFFICES  
**TAGS:** BEXP, BE  
**To:** STATE BERN BONN COPENHAGEN DUBLIN LONDON LUXEMBOURG PARIS ROME  
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